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TOWNSEND'S 20TH CENTURY CATALOGUE

STRAWBERRIES
And How to Grow Them

E. W. Townsend & Sons
Salisbury, Md.

The Principles of This Business

Are The Same Yesterday, To-day and To-morrow.

WE are trying to conduct this business along absolutely fair lines, for two reasons: First.---Because we believe in the principle of fairness. Second---Because it pays in dollars and cents. In the beginning we discovered that we must have the confidence of our customers or the business would not succeed. There was no way of meeting all of our customers face to face, of establishing confidence by personal contact, so the simple plan was adopted of gaining confidence by conducting our business so fairly that confidence would come to us by our acts. It was a fortunate policy, and we have stood by it for more than twenty-one years.

That we do hold the full confidence of our customers will be seen by the amount of unsolicited testimonials which we are reproducing from all sections of the country. These facts speak louder than any thing we could say.

We are but human, we have made mistakes. It would be impossible to run any business as large as this without making mistakes; but we have never made an error that we were not willing to correct. We again thank our customers who have stood by us from the very small beginning, and who have recommended us to their friends. To these we attribute a good share of our success.

OCTOBER THE FIRST, 1923

I have just finished writing my 24th Catalog, and find that I have only half a page left for my annual greeting. I have so much good news to tell you and so much to be thankful for that I have a great mind to put in four extra pages and tell it all, but as you will find the whole Catalog just like a letter to you my friends, I guess it will be sufficient; and most of you folks know me anyway though we have never met face to face.

Friends---I am more than glad to be able to send along this good news. Never before have we had finer plants to send you than this time. We might have had more plants per acre before but never could have had better quality. Never before have we been able to present to you such a list of valuable varieties of small fruit plants as this time. No list could be more complete at this time.

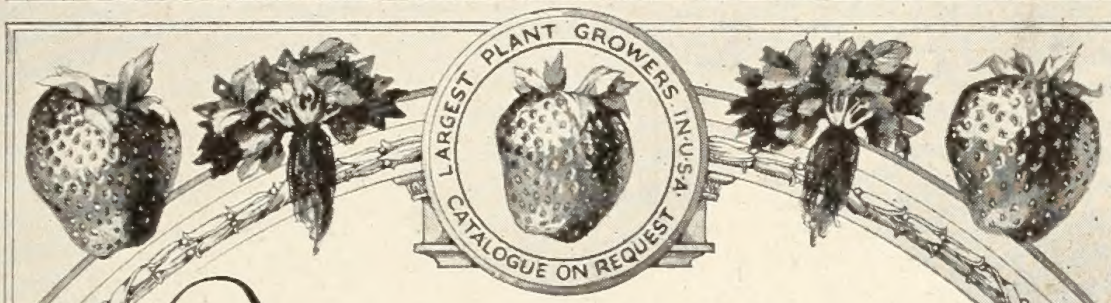
Last but not least---never before have we been able to give you so much for your money as we are offering you this year. Notwithstanding our crop of extra good quality plants, we are giving you prices even below war time prices. The fact that you good folks have been so kind in recommending Townsends' plants to your friends and neighbors, and the great mailing list that you have built up for us in this way has caused us to be able to increase our business to such a point where we can get along without a big lot of Farm Journal Advertising, and this saving is being divided by two with our Friends who have made it possible. We shall look for your orders early, and promise to do our very best to please you all.

Again I thank you all for your cooperation.

Sincerely yours,

E. W. TOWNSEND, Pres.-Mgr.

TOWNSEND'S ~ PLANTS



The GATEWAY to SUCCESS

PREMIER FORD & BIG LATE

BIG CROPS & BIG PROFITS

Your Nurseryman's Reputation and The Quality It Insures

ALL of the Plants that you purchase are bought entirely upon the reputation of the seller. You cannot judge the quality yourself as you do with so many other commodities you buy. Not even the most thoroughly trained Nurseryman or Horticulturist can give a satisfactory opinion upon their quality without exhaustive tests. Thus the wise and experienced buyer investigates first the reputation of his Nurseryman. It is his best, and in fact his only insurance.

The business of the E. W. Townsend Nursery was established in 1900 and has been built to its present proportions by the most careful attention to quality. The Founder of this Nursery has with him today his two sons who are working shoulder to shoulder with their father, and there is something more than just a plain business relationship existing between themselves, their employees and their customers.

When you buy Townsends' Plants you buy more than 20 years of the hardest work and experience; you buy the prestige and reputation of years of successful plant growing and selling; you buy plants that have behind them the sentiment brought out by many years of careful, conscientious attention to our customers and their wants.

The very smallest part of your field or garden cost is represented by the plants, but they are by far the most important item. Remember—the lowest priced plants are not always the cheapest —but the BEST PLANTS are always the cheapest. Townsends' plants are known the country over as the standards of *productiveness, hardiness and quality.*

Marlboro, N, Y., Aug. 14, 1923

E. W. Townsend & Sons
Salisbury, Md.

Gentlemen:—Will you please quote me prices on Premier plants. I want 1000 now and balance next Spring. I can buy them in N. J., but as I have bought of you for the past 18 years and have always been treated O. K. do not care to make change. Let me know as soon as possible.

Yours truly,

W. I. Mackey.

PREMIER—THE KING OF ALL EARLY STRAWBERRIES

Our Big Three Money Makers

Premier (Howard 17), Ford, Townsends' Big Late -- Leaders in 44 States

These three varieties will produce heavy crops every year of large size delicious berries that will command the highest prices on any market. They cover the entire season from early to late.

PREMIER (Per)

The World's Greatest Early Strawberry.

Premier. A perfect flowering variety that begins to ripen early and continues to produce large size uniform berries for at least four weeks. If I were to try to explain all the good points that I know about the Premier, and the thousands of good things that have been said about it to me, it would take a book twice the size of this and then all would not be told. Premier is distinctly in a class by itself as a standard strawberry. It is the greatest money maker on the list today in every section of the country outside the far Southern States, where it is not adapted to the extreme heat, otherwise it is the one universal strawberry to please, no matter whether grown for home use, local market or long distant shipment.

We have filled more than ten thousand orders for Premier Plants in a single season. Most of our customers know just what the Premier is like and any thing I could say here would only be a waste of time and space.

We have grown another extra fine crop of Premier plants this season and hope to be able to supply our customers again with this grand variety.

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FORD (Per)
A Townsend Introduction.

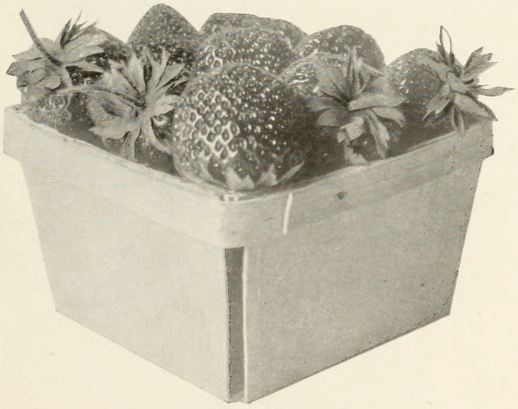
FORD

Ford is a mid-season to very late, and as near a universal variety as it is possible to get. We have shipped Ford plants all over the country from Florida to Maine, and we have our first complaint yet to hear in the nine years since its introduction.

Practically all State and Agricultural Colleges have tested it out and have given the very highest recommendations. Ford is one of the hardiest plants on our list and easy to grow in all soils and climates. Like Premier, is as near frost proof as it is possible to get, and will produce a wonderful crop of extra large, high quality berries when most varieties fail. We received hundreds of wires and letters from our friends thruout the country after the big freeze and frosts during fruiting season 1922, saying that their Ford had come thru in fine shape and that they would have a good crop of fruit. In selecting varieties the hardiness in bloom has been overlooked too much in the past and we urge upon our customers to read carefully, our descriptions on this point.

In appearance, after the fruit is picked, it is almost impossible to distinguish Ford from Premier, both in color and in shape. Quality in taste and firmness are the same, about the only difference is in the plant growth, and the difference in the time of ripening. Premier being about ten days earlier than Ford.

Fred Gould of Pennsylvania, writes us again and says that in nearly twenty years in buying Townsend's plants he has never had a failure, that he has recommended us to hundreds of people and that practically all growers in his neighborhood plant only Townsend's plants. In closing he states that Ford and Big Late are the two best varieties he has ever seen, and the greatest money makers.



BIG LATE

TOWNSENDS' BIG LATE (Imp.)

Should Be Planted by The Side of Ford.

Big Late was introduced by us eleven years ago. We have been advising our customers every year since to plant heavy of Big Late. Until the introduction of the Ford we advised fruiting it with Chesapeake, but now we find Big Late and Ford please more people as Big Late will grow a fine crop on most any soil while Chesapeake will not. And Ford is equally as hardy as the Big Late and the pair never fail to please.

The quality of Big Late is all its own; a finer tasted berry has not been found. In appearance it is a beauty, the small seeds seem to be underlined with a coat of shining varnish, which makes it most pleasing to the eye as well as the taste. Size ranks favorable with other late varieties such as Chesapeake, Ford, Big Joe and etc. In firmness it will ship equally as well as the best. Don't fail to set some Big Late plants by the side of Ford and you have a pair to draw to.

STRAWBERRIES

HORSEY (Per)

Extra Early, Very Large, Good Quality.

Horsey—A perfect flowering variety that begins to ripen very early. This is my second choice of all the extra early varieties. Size medium to very large, firm and sub-acid. Color rich dark red to the center, has no green tips, produces abundantly and is almost frost-proof. Horsey is a strong healthy plant maker and does well on most soils. I can cheerfully recommend it as a good commercial variety for all sections.

EXCELSIOR, (Per)

Very Early

Excelsior—A perfect flowering variety that was in great demand in the South before the introduction of the Townsend Missionary. Season is very early, and for that reason there is still some demand for Excelsior plants. Fruit is very small and sour, and as soon as more desirable varieties are on the market there is not much sale for this berry. We still have a small stock of the old reliable strain.

TOWNSEND'S MISSIONARY (Per)

The Leading Southern Berry.

Missionary—For more than fifteen years this has been the leading early variety in Florida, as well as all other Southern states, and has proven to be an Ideal berry for the Southern Sections of the country. We introduced this variety to the Southern Growers in 1906—its great merits soon spread like wild fire and for the past fifteen years we have seldom been able to supply the great demand for our TOWNSENDS' MISSIONARY PLANTS, as this is the name they are called in the South. Again we have grown a very large acreage to Missionary. The quality will be the very best for years as practically all are on new light soil, and the growing season has been ideal for strong healthy vigorous plants.

NOTE—Besides our regular acreage of Nursery stock Missionary plants, we have grown ten acres of special select plants especially for our Florida trade who are willing to pay the extra price and get the extra large heavy crowned plants. The growing of this extra stock in commercial quantities will be continued each year and offered our customers at the extra cost of growing under our method of selection.

There is no section in the country that needs a large stocky heavy crowned plant more than the Florida Growers do. Those plants are used by the Florida growers as stock plants to grow their season's supply from. The extra large, well rooted plant will take hold and grow as soon as set and will prove much cheaper in the end than the smaller Nursery grown plant that is grown in a matted bed no matter how much selection is made. For several years we have sold these extra select stock plants to some of our most up-to-date Florida customers and they never fail to come back for this high grade stock. The price of this stock is just double the amount charged for the regular Townsend Missionary Plants. All orders for this extra select stock should be placed in January or February at the latest.

LADY THOMPSON, (Per)

Early To Mid-Season.

Lady Thompson—A perfect flowering variety that was at one time a leader in the Southern states, but gave away to such varieties as Missionary and Klondyke. It is very productive, but poor in quality not good any where else except the South.

EARLY JERSEY GIANT, (Per)

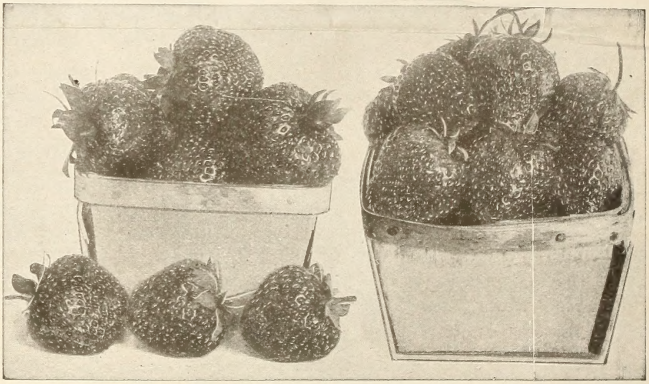
Extra Early, Very Large

Early Jersey Giant—A perfect flowering variety that is proving very popular in the Northern half of the country, size very large, quality good, a medium productive variety as compared with such varieties as Premier. Very strong healthy plant maker on most soils.

EARLY OZARK, (Per)

Extra Early, Very Large.

Early Ozark—One of the earliest varieties on the list. Of the Excelsior quality, only it is much larger, and a great producer of rich dark berries very tart. Does best on heavy rich soil, hill system.



MISSIONARY CHESAPEAKE

STRAWBERRIES

DE LUES JUDITH STRAWBERRIES, (Per)

Early To Very Late.

Judith—Comes to us highly recommended, in fact if one half said about it is true it is a most wonderful berry. The writer has never seen it in fruit. The following is from the originator and those who have fruited it.

Mr. Todd, my neighbor, who has fruited it says—"It produced a large amount of beautiful dark red berries of large size and fine quality.

It is very firm for such a large berry, plants large and heavy rooted, makes splendid plant beds on any soil."

The Originator describes it as follows: It is one of the best of 7,000 seedlings that I have originated during the past 18 years. In 1915 it was awarded a silver medal by the Massachusetts Horticultural Society, and since then has taken many first prizes. The past season it was the first native berry to arrive in Boston, and brought in the open market $1.00 per quart, while good N. Y. and N. J. berries were selling for 35c to 40c per quart. It is a perfect flowering plant and one of the earliest to ripen and continues as one of the very latest. It is one of the most productive Seedlings I have originated and holds its size thruout the season. Color deep red thru to center and very small seeds, flavor unsurpassed, sweet and juicy, and is firm enough to be dropped four feet from the floor and never bruise. Has proven to be better in every way than the old favorite Marshall. We have a small stock of plants that we will offer in small lots to those wishing to test it out for themselves.

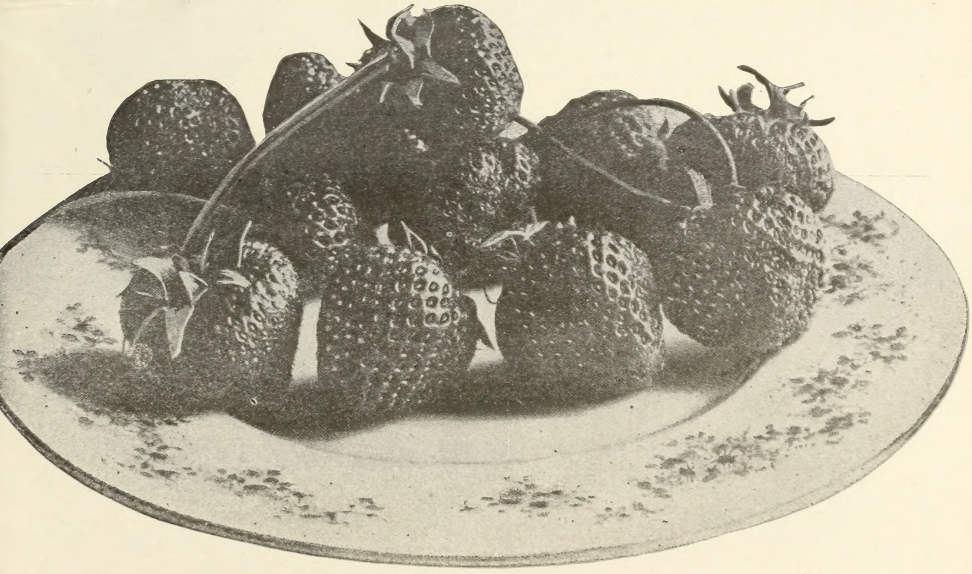
DR. BURRILL, (Per)

Early To Medium—One of The Best.

Dr. Burrill—Is supposed to be a scientific cross between Senator Dunlap and the Crescent, and is very closely related to its parent Dunlap and I very much doubt if there is one person in a hundred that can tell the difference either in plant growth or fruit. We received our Dr. Burrell plants from the Introducer and have kept them pure and have never failed to get a good crop of fine quality berries, and we have sold millions of plants in the years that we have been growing them that has never failed to please our customers. While we have never recommended Dunlap or Dr. Burrill for the South as a commercial berry it is without a doubt one of the very best berries for the South as a local berry for home use or home market. Lots of our customers around Jacksonville, Fla., plant it heavy for their local trade.

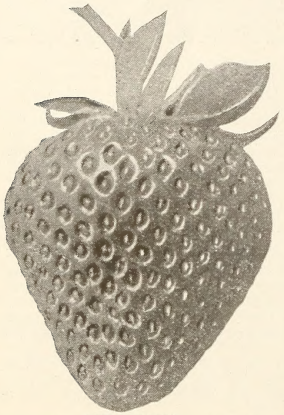
It takes two to three million plants every year to supply our trade and we have grown fully that many this time on light new soil. We will be pleased to receive your order.

The description of Dunlap fully covers Dr. Burrill



DR. BURRILL

STRAWBERRIES



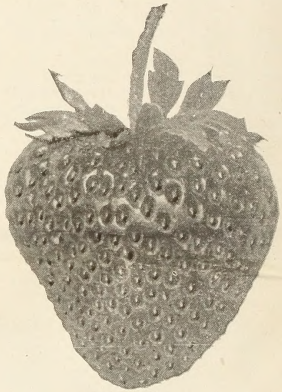
DELICIOUS

MARVEL

Excels in Beauty and Productiveness.

Marvel—is a perfect flowering variety introduced by the R. M. Kellogg Co., season 1922. We secured a supply of plants spring 1922, and fruited them the past season. Is one of the finest growers on the list, greatly resembling its parents—Dunlap and Warfield. It is a variety that will take care of itself. If any thing it is a more hardier variety than Dunlap. Fruit resembles Dunlap very much, though it is a firmer and larger berry, and much later in season.

The berries are large blood red color, the fruit firm and carries well to market. It is also very valuable as a home berry for canning, being rich in color and firm. I think this the best one of the Kellogg late introductions, and advise giving it a trial. Prices very low for such a promising variety. We have a very fine stock of plants this season grown on our light new soil. Plants that are sure to please.



MARVEL

DELICIOUS, (Per)

Early to Mid-Season. Large, Firm, Good Quality.

Delicious—Perfect flowering, originated in New York State, and introduced by the R. M. Kellog Co. of Michigan. Season early to mid-season. We have found it a fine hardy plant maker, fruit medium in size. Very firm and productive. The Introducers make great claims for it as to being wonderfully productive, delicious in flavor, and etc.

We have grown a fine stock of Delicious plants for this season and will be pleased to fill orders for those wishing to test it out.

A FEW TESTIMONIALS FROM SATISFIED CUSTOMERS

COMES AGAIN AND BRINGS HIS NEIGHBORS

Mr. J. Thomas Smiley, Kansas, writes February 23, 1923: "Enclosed is another order for plants, and along with it goes my neighbor's order also. Plants bought from you two years ago were sufficient to warrant my recommending you to my neighbors and receiving their orders."

* * *

Mr. Hinekin, of Butler, Pa., writes February 23, 1923: "I and my neighbors have been referred to you by a Mr. Hoover, who has visited your plant farms and used your plants for ten years. We have seen them growing on his farms here, and they beat anything we have ever seen like strawberries. We have never grown strawberries, but are going to give it a trial, and want you to send us the plants when you think it proper time for this locality. Mr. Hoover made out the selection for us. Any further information you may be able to give outside your catalogue we will be thankful for."

* * *

Plant City, Fla.

I have been growing berries from your plants for more than ten years, and have never had a failure. I buy no other plants but Townsend's Missionary, and would not have any other as a gift. There were lots of traveling agents around last year offering Missionary at lower prices. I told them nothing doing, as Townsend's plants were good enough for me, and I was willing to pay your price, for I knew what I was buying. You sell most of the plants around this section. We all stand by Townsend as he certainly stands by us.

A Pleased Customer.—O. A. B.

LIKES PREMIER

E. W. T. & Sons Canal Fulton, Ohio, March 20, 1923.

Dear Sirs: Enclosed find order for 1,000 Premier plants. The Premier plants we purchased from you two years ago arrived in good shape and the berries were just fine—good quality and quantity. Will always raise Premiers as long as they are like they are now.

M. H. Allbright.

* * *

Office of the Treasurer, Smith County, Va.

I received the strawberry plants O. K., and am well satisfied. Want to express my thanks for the extra good count and extra fine plants.

Dallas Newman.

* * *

E. Davis, from Creek, N. C., writes January 29, 1923: "About a year ago I saw your advertisement in the R. N. Y., where only the reliable are allowed, and wrote for book and ordered your 'Big Three.' They were fine plants. I did not lose a plant, and I never saw a more beautiful bed than I have grown from them. Am looking forward with enjoyment when the time comes to harvest the fruit."

* * *

Cheltnoam County, Pennsylvania: Last year I planted 150 of your Concord Grapes, and had some very nice grapes last fall. Also, the Gold Dollar did well. Expect some fine raspberries this spring

J. C. Glattle.

Note.—We have one of the finest stocks of grape vines in the country. Prices right.

STRAWBERRIES

MITCHELLS EARLY, (Per)

Extra Early, Good Quality, Small.

Michaels Early (or Mitchell's Early)—This is another old time favorite, and still a favorite with most gardeners as it is one of the very best berries for table use. Very mild and sweet, needs but little sugar. Only fault—too small for commercial use except where its quality is known. Every garden should have a few of this grand old sort.

WAR-DYKE, (Imp)

Medium Early. (A Townsend Introduction

For many years the great commercial centers have been looking for a berry with the Klondyke qualities that will yield big crops of the same shape and same quality. Thousands of seedlings has been tested with this in view. Our last cross was made with the Warfield and Klondyke and we believe that we have succeeded in part in getting what the commercial growers have been looking for

I described it as follows—Season same as the Klondyke and Warfield. We have tried it on different soils and it seems to do equally well on any soil and has never failed in the three years we have tested it to produce a large crop of extra fine medium to large size berries. Color bright red same as Klondyke, and about same size at the start but holds its size much better than Klondyke.

In rows fruited with the Klondyke being three rows of each, War-Dyke yielded just three quarts to the Klondyke one, the season thru. Fruit was taken in to the Loading Station and sold as Klondyke until the Buyers were told the difference. This variety has been tested out as a shipper and found to be equally as good a shipper as Klondyke and in no instance has any one been able to tell the difference after it was picked and crated. Our only regret is that it is an imperfect flowering variety and will have to be fruited by a perfect flowering of same season. To bring this about we have tried a plot each year with five rows War-Dyke, and two rows Klondyke and in this way we have produced a wonderful crop each time, and the berries are all same quality. I fully believe that this will be the proper way to grow them and by doing this, one is able to produce about 7,000 to 8,000 quarts per acre against about 2,500 to 3,000 quarts of the Klondyke alone. I am certainly pleased to be able to offer this grand variety to our customers, especially in the South and Southwest where the Klondyke has been the old favorite for years and its set back being non-productive. Another thing in the favor of the War-Dyke that was against the Klondyke is the fact that the strawberry beetle does not harm an imperfect flowering variety and if given perfect fertilization it is sure to produce a crop in any section.

Orders should be placed early for War-Dyke as our stock is limited and will be sold in small amounts this season.

* * *

E. W. Townsend & Sons, Plant City, Fla.,
Salisbury, Md. Dec. 27, 1922.

Gentlemen: We wish to express to you our sincere appreciation for the way you have handled our plant orders. We hope to be able to send you another nice lot of plant orders again this season. You are certainly giving us good plants, and this is having a great deal to do with the success our people are having here with berries. We never hesitate to recommend Townsend's plants. Again thanking you for your favors, we beg to remain, your very truly,

R. M. Anderson,
Sec'y Plant City Growers' Ass'n.

WAR-DYKE

SENATOR DUNLAP, (Per)

One of The Old Reliable Standards.

Senator Dunlap—is one of the very best known varieties on the list and should be planted in every garden for there is no better berry for home use that I have ever tasted when fully ripe. Dunlap is one of the very best growers and should always be restricted in plant growth as it will make so many plants that it will crowd the bed causing both plants and fruit to be very small. If grown in open narrow matted rows I have seen about as large Dunlap berries as I ever saw of any kind, always there with the goods, never saw a crop failure in twenty years we have been growing them. Any soil or climate, Dunlap will grow and produce a wonderful crop. If one half the list of varieties were discarded and their places filled with Dunlap there would not be nearly so many disappointments. About the only trouble we ever have with the Dunlap is that some of our customers sometimes complain about the size of the plants being so small. This of course is the Nature of the plant when grown in thick nursery rows and after the variety is once grown we never have any more complaints from the same party as no matter how small the plant it will grow and make all the increase wanted and then some. More than three million Dunlap plants the old strain for this season—prices right.

KLONDYKE, (Per)

Early to Medium A Favorite for The South.

Klondyke—For fifteen years Klondyke has been one of the leading market varieties of the South and South west, the only complaint heard is non-prolific. This has been caused a great deal by the way the Southern growers have treated the variety, they have taken stock plants from betwen the rows of their fruiting beds until they have run out the productiveness of the plant. If Klondyke is properly treated and built up for productiveness it will still yield a good lot of fine berries. We have produced over 5000 quarts of Klondyke per acre and any one can do the same by keeping their plants bred up and not bred down. For the past several years we have been taxed to the limit to be able to fill the demand for our Klondyke plants with the Southern commercial growers. We have grown a fine stock again this year fully up to the standard, and are booking orders daily at this writing for large winter shipments to Florida, Alabama, Louisiana, Tennessee, North Carolina and Virginia. We are able to quote special prices on **Million lots** if wanted.

WM. BELT, (Per)

One of the Old Time Leaders for Quality.

Wm. Belt—Is still a leader in a great many localities. When it comes to flavor, William has plenty and has most of the old timers going. Its greatest fault is rust when planted in springy soil. We recommend Premier in place of the Belt, as it is just as sweet and mild and has it beat every other way.

BIG WONDER, (Per)

Big, Late and Productive

Big Wonder—Introduced by the Kellogg Co., Mich., is a mid-season to late variety, fruit medium to very large, quality good, color rich glossy red, produces abundantly and makes a fine plant growth that holds the fruit well off the ground.

EATON, (Per)

Eaton—A perfect flowering medium late variety which is making a very good showing in many parts of the country, fruited here the first time last season. We describe it as follows: Fruit a beautiful dark red, medium to large in size, quality very good both as a shipper and for home use. Makes a fair amount of stalky plants that is free from rust, moderately productive as compared with the most productive sorts. We are very well pleased with it and will plant a good acreage another season. It seems to me its firmness would make it a great Southern variety and I recommend it to my Southern Customers as a trial.

PAUL JONES, (Imp)

One of the Most Productive Sorts.

Paul Jones—Is a second Dunlap for hardiness and productiveness, it never fails to produce a fine crop of medium to large berries of fairly good quality. In sections where the weevil is bad Paul Jones is a safe variety to plant. Fruit it with Dr. Burrill, Collins, or Delicious. Size of fruit medium to large, color bright red, texture firm. Recommended as a commercial variety.

GIBSON, (Per)

A Favorite in the Northwest.

Gibson—We have customers that call for Gibson every year and for this reason grow them. But we have never favored the variety. It is a hardy plant grower but the fruit is lacking in quality. Size, large and very productive. Seems to have its greatest popularity in Michigan around Bridgman.

PARSONS BEAUTY, (Per)

Parsons Beauty—We consider Parsons Beauty to be about same in every way as Gibson. Is a strong hardy grower, large size fruit which is moderately firm and very ordinary quality. Never fails to produce big crop. In canning sections it is a favorite. Not suited for the South. Originated in Wicomico County, Md., and grown in quantities for canning purposes only.

HAVERLAND, (Imp)

This is an Old Time Market Favorite.

Haverland—has pleased thousands for years and still pleasing them. Seem to do well in nearly all sections, it makes plenty thrifty plants of long finger like stems that are always loaded with medium sized, long pointed berries that command a good price on most markets. That any variety should stand the test for all those years and then be in demand is very creditable.

BUNS SPECIAL

Bun Special—Perfect flowering, large bright red berries, juicy and sweet, said to be wonderful productive of large size berries on all soils. We have not fruited it, but from the Catalogue reports from the introducer, Mr. Baldwin of Mich., we were induced to try it out and feel sure that it must be a good one in most cases.

We find that it makes a fine stalky plant with extra long roots, free from rust. If you wish to try it we have a fine stock of plants grown on our new land.

STRAWBERRIES

COLLINS

COOPER, (Per)

Cooper—Introduced by Henry Emlong & Sons, Mich. In size, productiveness, long season in fruit, and last but not least quality in fruit, makes Cooper a valuable variety. Season begins with the Mid-season and continues to fruit until most late sorts are gone. Plants healthy and vigorous. But do not make many plants.

I have never seen finer plants in fruit than Cooper writes Mr. Emlong, and hundreds of letters who have tested them thruout the country backs his statement. We secured our stock plants last Spring from the Originator and have seen no fruit as we cut every blossom off our new set plants. Will offer our customers true stock Cooper this season in small lots at reasonable prices.

ST. MARTIN, (Per)

St Martin—Has been widely tested in different States and is receiving much praise as a Big Fancy mid-season to late variety. Fruit greatly resembles the old Marshall, and many claim that it surpasses it in quality which is enough said in that respect.

St. Martin is productive of extra large size rich colored even shaped berries, that cover a long season, moderately productive in plant growth, but making plenty plants for a thin matted row. St. Martin has won several prizes at different state shows and is a general favorite. We recommend it for trial and believe you will be pleased with it.

SENATOR WILSON, (Per)

Senator Wilson—Hails from New York State.. Ripens in early mid-season, size extra large smooth round dark berries, very firm and good quality. The Originator makes wonderful claims, claiming that it excels everything else. From what we have seen of it, it is worthy of a trial. Stock limited this season.

COLLINS

A Wonderful Producer of Medium to Large Sweet Juicy Berries.

Collins—Originated in Michigan and introduced by Whitten & Son. We have grown it two seasons and it was put into stock by request of our customers who had grown it. We find it a very productive variety of good quality and one that is sure to please most growers. Collins is classed as a mid-season variety but it is like Premier—it fruits for four solid weeks and this brings it over with the very late sorts and the fact that it holds its size thruout the season makes it a most profitable berry to grow. Extremely hardy in plant growth and bloom is about as near frost-proof as any we know of. This is another important point for all growers of strawberries to consider, varieties that will withstand the frosty nights are valuable indeed. I recommend Collins to you for a general purpose berry. We have a fine stock of plants on light new soil at very attractive prices.

HUNTERDON, (Imp)

Hunterdon—is an imperfect flowering variety that has been on the market for a number of years. Originated in N. J. It is claimed that it will produce 8000 to 12000 quarts per acre of berries that will command from 2c to 4c per quart over other best varieties.

Season medium to late. I have seen it so highly recommended was induced to put it in stock as soon as possible and advise giving it a trial.

CHESAPEAKE, (Per)

A Big Late Delicious Berry.

Chesapeake—Is a grand variety when planted on the proper soil, does best on low springy rich soil. Makes about enough plants for a good open matted row and does best under this system of training. Fruit large to extra large bright red shiny berries, has a varnished appearance, mild and sweet in flavor, a good one for home or commercial use. Known on nearly all markets and brings top price.

GANDY PRIZE

Perfect Flowers, Very Late

Gandy—Like Chesapeake does its best on real damp well drained rich soil. It is a rank plant maker and should be grown in narrow matted rows, and if the best results are to be had it should be planted with such varieties as Ford or Chesapeake, as Gandy is deficient in pollen even to make its own fruit perfect. We have grown some of the finest crops of berries when planting five or six rows of each Gandy and Ford thruout the field. Gandy is about the latest variety grown to our knowledge and if planted as above is a sure winner.

STRAWBERRIES

CRAWFORD NO. 25 (Imp)

A GREAT STRAWBERRY FROM A GREAT MAN

And A Money Maker.

Spring 1911, the late Matthew Crawford sent to me a number of new seedling strawberries, stating that he had more on hand than he could possible give attention. Among this lot was a seedling numbered 25. All others of which were destroyed after a few years testing. We have taken great pains to propagate this variety and have given it wide test on a great number of soils, and have now grown sufficient stock to place it on the market under the name of the originator CRAWFORD No. 25.

In seven years testing this variety has never failed a heavy crop. During this time there were extremely dry seasons as well as cold late springs when frost fell for several nights during the blooming season. But never a failure. Often varieties in the next row were killed to the last berry; but still the Crawford 25 had a row full of the most beautiful delicious bright large shiny berries.

CRAWFORD No. 25.

At a time when there are so many good varieties all ready listed I had hesitated to bring out my favorite. But as one of my sons said the other day, "Dad"—it is too good a thing to keep from the strawberry world and let's introduce it this year, and name it after your friend, Mr. Crawford."

So here it is and it did not cost me fifty cents as it has always paid its own way. But I think just as much of it as if I had paid $50,000.00 for it. And take my word: It is going to prove a winner Many of the now good old late varieties will have to take a back seat for Crawford 25.

Crawford 25 is a late pistillate or imperfect flowering variety. Season is very late. Every year we pick berries from this seedling after all others were gone. We had it fruited with Chesapeake the past season and believe me they made some pair. But Crawford 25 outdone its companion in both quantity and quality of fruit and produced berries for at least a week after Chesapeake was done.

In plant growth it is ideal, plants large and stalky, making just enough for a good fruiting bed, plants strong enough to hold most of the berries off the ground, has long stems and large green calyx. Berries are large to extra large, slightly pointed, rich bright red to the center with no core texture, very firm and flavor mild and sweet. I do not believe that there is any variety that will produce more quarts of berries per acre than Crawford 25.

Crawford 25 should be mated with such varieties as Chesapeake, Ford, Lupton or Gandy. I have never offered a variety that has a more promising future than this one. I hope every customer will give it a trial. I would back it with my last dollar.

PRIZE, (Imp)

Prize—Is a very late pistillate or imperfect bloomer, fruit is very large bright red in color, quality ordinary as it is lacken in sweetness and in flavor as compared with such varieties as Townsends Big Late, Chesapeake, Crawford 25, Ford and etc. For a commercial variety where quality is not demanded it is a good money maker and can be depended on to grow a heavy crop of large size berries.

SAMPLE

A Late Imperfect Flowering Variety.

Sample—Is a late imperfect flowering variety that has been on the market a long time and has given general satisfaction in the northern half of the country, but is fast being replaced by many of the newer varieties such as Ford, Townsends Big Late and others.

STRAWBERRIES

AROMA

A Big Leader in the Southwest.

Aroma—Is the leading late standard variety in the South Western states and makes a very favorable showing everywhere planted.

Aroma is a medium late of large size and good quality, is a beautiful formed berry and is considered one of the most productive of the Southern varieties. Aroma is most successfully grown in the matted row system. We have been growing this variety for nearly twenty years and have built up a strain of plants not surpassed by any other in the country. And every season the largest Associations from the South Western states sends us large orders for their planting, claiming that our plants out-yield their own home grown plants two to one.

The Famous
BIG JOE
(Joe Johnson)

PARKER, (Imp)

Parker—This is a new variety that we secured a few plants two years ago from Mr. Cassel of Ohio, who speaks very highly of it. We have seen no fruit but it makes a fine plant and we feel sure from the recommendation given to it by the Introductor that it is worthy of a trial. Will be sold in lots of 25 to 100 plants only this year.

WORLDS WONDER

The Largest Berry Grown—Bar None.

For seven years Worlds Wonder has gone unchallenged as the largest strawberry in the world. We offered $10.00 in Gold for any one who would send us a single plant that would produce as large a berry as Worlds Wonder. We have never had to pay.

Worlds Wonder berries often measure six and seven inches around. The plants are large and stalky that hold the large size berries well off the ground, fruit bright red in color, texture firm and good quality. Wherever this size of a berry is desired we recommend Worlds Wonder. It is really too large for commercial purposes. Plants grown in limited quantities to supply the home and local market gardeners.

BIG JOE,—(Joe Johnson)

Big Joe—Is a medium late perfect flowering variety, one of the very first of the extra large size berries to ripen and for this reason always commands the very top prices on the market.

For more than twenty years Big Joe has been a leader as a late standard variety. Holds a record of producing 20,000 quarts per acre. Fruit extra large bright red quality the very best either for home use or market, grows well on any soil in nearly all sections of the country. One of our very best sellers on the list.

* * *

TOWNSENDS PLANTS HAS STOOD THE TEST OF TIME

From Epping, N. H.—For twenty years I have been buying strawberry plants and for fifteen years from the Townsend Nursery. In this time I have bought plants from a good many sections. Started out with Mich. plants as they were claimed hardier plants. About 1906 I got your little booklet and after reading about the Famous Eastern Shore of Md., thought I would try a few of your plants. This was only a very small order as I did not have much faith in plants so far away and south of N. H.

This order came thru quick, as fresh as a lily in May and growed off to beat the band. Beat everything I had that year. Next year I gave you my order in full for ten thousand plants. This was another profitable move as it put me on the road to success.

During this time you have got my orders except for a few varieties I have ordered that you did not carry, and they have never been very satisfactory. You must have a wonderful soil and climate as well as a lot of honest men behind the plants.

Wishing you every success,
M. S. Darby.

* * *

FORDS CAN'T BE BEAT

From Washington, Pa.—I have boucht plants from you several times and they have been fine plants eve y time. And the Fords can't be beat.
Jas. C. Murphey.

FENDALL, (Imp)

Fendall—Is a late imperfect flowering variety of sample type. Plants grow close to the ground with large bright red moderately firm berries grown in clusters which are very beautiful. One of the most productive, and would be a great winner if it had more quality in fruit. We have grown it for fifteen consecutive years without a crop failure.

STRAWBERRIES

A Crate of PRESIDENT HARDING, Our Late Berry. One of the largest and most productive commercial varieties we have ever tested. Fruit extra firm and good quality. Color dark red to the center, a strong plant grower and a winner in every way.

PRESIDENT HARDING, (Per)

A Grand Variety for Local Market

President Harding—Was introduced by us season 1921 after being grown and tested on our farms for several years. It has proven to be a wonderful yielder of large size perfect shaped berries, that color all over a very rich dark red to the center, has no core. While the texture is not tough enough to make it a real favorite as a commercial variety it is one of the very best for home use or local market. A strong hardy plant grower every where without any rust.

MASCOT

One of the Latest Perfect Flowering Sorts.

Mascot—To those wishing for a large size berry to extend the season we recommend Mascot to fill the bill. This is a strong plant maker on all soils and climates, entirely free from rust, berries extra large and firm, flavor mild and sweet. It is of the Gandy type but entirely distinct, berries being larger and more productive. A great seller everywhere.

BUSHEL BASKET

Late. Flowering.

Bushel Basket—This is a new late variety that hails from New York State. In production both of plants and large fruit it is a wonder, fruit exceedingly large and irregular in shape, quality firm and mild, berries inclined to have a long neck for half an inch under the calyx. A favorite with home gardeners.

LUPTON

The Fancy Market Berry.

Lupton—Is a medium late perfect flowering variety that has come to stay. There is no firmer berry grown than Lupton, it is of large size, dark red in color and is considered by all who have grown it to be an ideal shipping berry. It is a good hardy plant maker in most soils in any climate. We consider Lupton to be a Universal variety and highly recommend it.

BUSHEL BASKET

TOWSENDS MISSIONARY PRODUCES THE STATE PRIZE

Feb. 12, 1923

Please ship us soon as possible 2,000 Missionary plants. We have to plant your stock to keep up the quality. Last season plants received from you produced the prize winning berries at the State Fair.

Signed
P. Devito.

ALWAYS RECEIVES FINE PLANTS AND GOOD COUNT

From Brooklyn, N. Y., 2-17-23.—Find enclosed check for $365. for which send us Champion Everbearing. We have grown your other varieties of ever bearing and found them very fine. Your plants were nice and never have received such wonderful good count as you packers give. Wishing you the very best of success.

Yours truly,
Henry Sands.

Our No. _____ Booked _____ Verified by _____

E. W. TOWNSEND & SONS

Strawberry Specialists

SALISBURY, MD.

Do Not Write In This Space.
M.O.
Ck.
Cash
Bal.Due

PLEASE FORWARD TO

Name _____ R.D. No. _____

Postoffice _____

County _____ Street _____

State _____ Freight Station _____

Express Office _____

Ship by _____ On or About _____ 192____

State here how to forward

Date of Order _____ 192____

QUANTITY	NAME OF VARIETY	PRICE

If sold out shall we substitute something just as good or return your money. Ans. _____

Please write below the name and address of any friends who might be interested in the best small fruit plants, and we will add extras to your order to more than pay you for your trouble. Please write plain.

---------- P. O.---------- State----------

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FALL 1923

TOWNSEND'S PRICES

SPRING 1924

OF HIGH GRADE

STRAWBERRY PLANTS

EVERBEARING VARIETIES

	1000
Worlds Champion (per)	$15.00
Progressive (per)	8.00
Perfection (per)	10.00
Lucky-Strike	See Pages 13 and 14
Lucky Boy	
Minn, No. 17	
Never Fail	
Superb	

EARLY VARIETIES

Excelsior, (per)	$4.00
Early Jersey Giant, (per)	5.00
Ey Ozark, (per)	6.00
Horsey, (per)	5.00
Howard 17, (per)	5.00
Missionary, (per)	4.00
Mitchells Early, (per)	4.00
Premier, (per)	5.00

EARLY TO MID-SEASON VARIETIES

Bun Special (per)	$5.00
Dr. Burrill (per)	4.00
Delicious (per)	8.00
Collins (per)	5.00
Eaton (per)	8.00
Haverland (imp)	5.00
Klondyke (per)	4.00
Lady Tompson (per)	5.00
St. Martin (per)	8.00
Sen Dunlap (per)	4.00
War-Dyke (imp)	15.00
Warfield (imp)	5.00
Tenn. Prolific (per)	5.00

MEDIUM TO LATE VARIETIES

	1000
Aroma (per)	$ 5.00
Big Joe (per)	5.00
Big Wonder (per)	6.00
Cooper (per)	15.00
De Lues Judith (per)	10.00
Glen Mary (per)	5.00
Gibson (per)	5.00
Hunterdon (per)	15.00
Marvel (per)	6.00
Nic Ohmer (per)	6.00
President Harding (per)	8.00
Parker (imp)	15.00
Parsons Beauty (per)	5.00
Paul Jones (imp)	5.00
Brandywine (per)	6.00

LATE TO VERY LATE VARIETIES

Bushel Basket (per)	$10.00
Chesapeake (per)	6.00
Crawford No. 25 (imp)	50.00
Ford (per)	5.00
Fendall (imp)	6.00
Gandy (per)	4.00
Prize (imp)	6.00
Lupton (per)	5.00
Mascot (per)	8.00
Sample (imp)	5.00
Townsend's Big Late (imp)	5.00
Wm. Belt (per)	6.00
World's Wonder (per)	10.00

Prices for less than 1000 plants. Each variety must be added separate. Two varieties cannot be added together in order to make a cheaper rate.

	$4.00	$5.00	$6.00	$8.00	$10.00	$15.00	$50.00
25 plants	.35	.40	.45	.65	.75	1.00	2.00
50 plants	.55	.60	.70	.85	1.00	1.50	3.00
75 plants	.75	.80	1.00	1.20	1.50	2.00	4.00
100 plants	.90	1.00	1.25	1.50	1.75	2.50	5.00
150 plants	1.10	1.25	1.60	1.75	2.15	3.50	7.50
200 plants	1.40	1.50	1.90	2.00	2.50	4.25	10.00
250 plants	1.55	1.75	2.20	2.40	3.00	5.00	12.50
300 plants	1.70	2.00	2.50	2.75	3.50	5.75	15.00
350 plants	1.90	2.25	2.75	3.15	4.00	6.50	17.50
400 plants	2.10	2.50	3.00	3.50	4.50	7.00	20.00
450 plants	2.30	2.75	3.25	4.00	5.00	7.50	22.50
500 plants	2.50	3.00	3.50	4.50	5.50	8.00	25.00

NUMBER OF PLANTS REQUIRED TO SET AN ACRE AT A GIVEN DISTANCE APART.

Rows 24 inches apart plants 12 inch in row 20,000
Rows 30 inches apart plants 12 inch in row 17,000
Rows 36 inches apart plants 12 inch in row 14,000
Rows 42 inches apart plants 12 inch in row 12,000
Rows 36 inches apart plants 18 inch in row 9,500
Rows 42 inches apart plants 18 inch in row 8,000
Rows 48 inches apart plants 18 inch in row 7,000
Rows 48 inches apart plants 24 inch in row 5,500
Rows 24 inches apart plants 24 inch in row 11,000
Rows 30 inches apart plants 30 inch in row 7,000

For hill culture rows should be either 24 inches, 30 inches or 36 inches and plants set 12 inch in the row.

For matted row system rows should be either 42 inches or 48 inches and plants set 18 inch to 24 inch in row.

PARCEL POST RATES ON STRAWBERRY PLANTS

Zone 1 and 2—Figure 8c per 100 plants or less.
Zone 3—Figure 10c per 100 plants,
Zone 4—Figure 15c per 100 plants.
Zone 5—Figure 20c per 100 plants.
Zone 6—Figure 25c per 100 plants.
Zone 7—Figure 30c per 100 plants.
Zone 8—Figure 35c per 100 plants.

This table has been very carefully prepared and after filling hundreds of thousands of orders, and we believe it to be as correct as it is possible to get it. Plants do not all weigh the same when packed for shipment and no table could prove correct. We do not try to adjust small differences in postage. This rate will apply to all orders received to go by parcel post prepaid, and when not sufficient postage is remitted as per table above we will send plants C. O. D. postage, and return whatever amount you have sent us for postage.

3c will insure your order up to $5.00.
5c will insure your order up to $10.00.

We use light ventilated crates and patented mailing cartons in shipping parcel post.

Dover, Maine, November 10th, 1923.

E. W. Townsend & Sons,
Salisbury, Md.

Gents:—I want to order some more of your plants in the spring. The 1000 plants I bought of you are the most wonderful plants I ever saw. And I know that the TOWNSEND STRAIN can't be beat.

Yours very truly,
EBEN GULLIVER.

Instructions to Purchasers

Order Early. It is never wise to put off ordering your plants and seed until you are ready to plant them. Many of our customers order as soon as the catalog is received. They are always the lucky ones.

How To Remit. By Money Order, Registered Letter, Bank Draft; Checks from our old customers. LIBERTY BONDS ACCEPTED at 5 per cent. above par. We allow you $52.50 for a $50.00 Bond. $105.00 for $100.00 Bond, in exchange for plants. Be sure to register your Bond when mailing it to us.

Time of Shipment. We commence to ship plants in October and continue all winter and spring until May 15th. We do not advise summer and early fall planting of strawberry plants. If our customers insist on plants during September we will ship them at their risk at double the catalog price. We advise January, February and March planting for California, Texas and the South; April is the best for the balance of the country.

Eastern Grown Plants. It is a known fact that we grow here on the Eastern Sho' of Maryland, the hardiest nursery stock grown in the country. More than half of the strawberries grown in the North are grown from Maryland plants. There are two advantages in using our plants. 1st---You get the hardiest plants possible to grow. 2nd---You can get our plants shipped to you when you need them to set out and do not have to wait on a Northern Nursery for plants until it is too late in season. We advise our Northern friends to have plants shipped out two weeks before they are to be set, so as to have plants on hand when it is convenient to set them.

On Receipt of Plants. On arrival keep plants from Sun and Wind, if not ready to set the plants at once it is best to open box and dip roots in water, repack or trench them in a V-shaped trench, packing soil around the roots and cover with straw, keep sprinkled. We have kept plants in good condition for two months in this way.

Twenty-Five to Bundle. We tie all plants 25 to a bundle; we do not sell less than 25 plants unless it is a new variety for testing.

Our Packing the Best. We use light ventilated crates and patented cartons for Parcel Post and Express shipments, using plenty damp moss. We make no charge for packages.

At Purchasers Risk. All plants shipped after May 1st is at purchasers risk.

True-To-Name. While we use every means to have our plants true-to-name (and we believe that we come as near doing this as anyone in the business), we will not be responsible for any sum greater than the stock should any prove otherwise than as represented.

Guarantee. That we deliver to the transportation Co. in good order any order intrusted to our care. Having them sign two copies of Receipt, one of which will be mailed you day shipment is made. As we have no further control over shipment after it leaves our hands, our responsibility ceases on delivery in good order to the Carriers. Any claims for damages for delays should be made at point of delivery. If plants are delayed in transit, always examine at Office, and if found damaged by the delay, refuse same and notify us at once. Or if you accept the plants have the agent make notation on your Express bill of the condition. Unless you do this you cannot make collection of claim.

C. O. D. We do not make C.O.D. shipments unless at least 25 per cent. of order is in cash. We do not pay transportation charges on any C.O.D. shipments and do not recommend shipments made this way.

EVERBEARING STRAWBERRIES

THE BIG QUICK MONEY CROP

FULL CROP OF BERRIES THE SAME YEAR YOU PLANT THEM.

Large Delicious Berries From May Until December.

Everbearing Strawberries—Are successfully grown in every state in the union. Thousands and thousands of families now have all the berries they can use from May until December. Fresh berries every day for the table means much to the average family. No garden crop easier to grow. Besides the growing of everbearing strawberries for home use there is more money in a commercial way than any other crop grown.

Everbearing strawberries are like every other commodity, there are good and bad. There has been lots of worthless plants offered for sale as genuine everbearing, that proved nothing but failure when planted. We have tested nearly 100 varieties of everbearing and have selected the following varieties from the list which are proving most satisfactory to our customers as well as for our own growing on our home berry farms. We find that there are varieties that do not grow well in all sections that are great favorites in others. This applies to all varieties of strawberries as it has yet to come a variety that proves equally satisfactory in every section of the country. Often changing the soil on the same farm makes a vast difference. And we have always found it the best method to test all new varieties as fast as they come out in a small way in our own breeding plots.

We are testing several new varieties for the first time this summer in our own breeding beds. Among them is the New Rockhill, widely advertised as the $50,000.00 everbearing strawberry. This variety has proven very unsatisfactory as an everbearing to date on our grounds. Not a single blossom or berry has shown since we cut off the early spring blossoms in May. This fact proves that there are but few universal varieties. As there is no question but what Rockhill is a good everbearer in Mich. or the enormous price would never have been paid the originator, Rockhill. Lucky Boy has proven the very best in many sections of the country and the very worst in others. Superb never was an ever bearer in Maryland or South of Maryland. But good in N. J. and farther North. Progressive has made good as an everbearer in every state. Although in lots of cases the soil did not suit perfectly and small berries were the cause of much complaint. Lucky Strike has proven more successful in every state than of any variety we know of with the possible exception of the WORLDS CHAMPION, which was only introduced three years ago.

According to our own information which is received from every section of the country the popularity of the everbearing strawberries rank as follows:

LUCKY STRIKE,—FIRST.
CHAMPION, (Worlds Champion)—SECOND.
PROGRESSIVE—THIRD.
LUCKY BOY,—FOURTH.

PLANT LARGELY of LUCKY STRIKE, CHAMPION, and PROGRESSIVE—you will make no mistake. While we believe Champion to be three times as profitable as Progressive in most States. Fruit being larger and produces about three times as much fruit. At this date Sept. 1st, Champion berries are bringing 40c per qt. on the Philadelphia market. Our sales is more than $100 each week net per acre. And as the days grow shorter the yield increases as does the prices

Most of the other varieties that have been introduced received no mention in our canvas.

LUCKY STRIKE, (Per)

Everbearing Strawberry.

Lucky Strike—Is considered by many to be the most desirable everbearing strawberry on the list. There has never been enough plants to get it widely planted. We offered our stock for sale several years ago. Before we had a good supply the following season we lost our crop from a heavy rain, saving only three plants that were around a stump to start another supply from and as the demand has been heavy every year we have been slow to build up a stock. Two years ago we offered fifty cents apiece for what plants our customers could spare us and were glad to pay the price. We still have only a very short supply and will sell them in lots of 12, 25, and fifty, at $5.00 per dozen. $10.00 per 25, and $22.50 for fifty plants. No more than fifty plants sold to any one customer.

I have just come in from my trial beds since writing the above, and have again decided that Lucky Strike is still King of the everbearing. It is loaded with the finest largest berries I ever tasted; many of my single plants (that are grown in hills) will pick a quart of berries at this time. I have let two rows in this plot make all the runners they will make, and on these new runner plants are ripe berries and the plant not rooted. This proves the genuine everbearing blood.

Lucky Strike is a very hardy plant maker having long roots that dig well down in the loose soil and I have never seen them fail to produce even in the hottest summers, and as a frost proof they are the limit. Every year we pick many berries after the snow has covered the ground. Don't fail to plant a dozen Lucky Strike if you can get them to plant.

Lucky Strike does not resemble any other strawberry I have ever seen either in plant growth or fruit; it is a seedling of unknown parentage found growing on our own farms and the Genuine Lucky Strike plants can be had of no other Nursery.

EVERBEARING STRAWBERRIES

"THE WORLDS CHAMPION"

Everbearing Strawberry.

Champion— Is fast becoming the leader in everbearing strawberries because of its large crops of fine delicious berries that ripen from early summer until December, not in spasms, but in large quantities every week for five months the first year plants are set. Berries are of the same extra quality as Progressive, but a great deal larger and much more productive. We have sent it out north, south, east and west, and nothing but good reports have come back.

Mrs. Parker, of New York State writes:- August 25th, have picked over 500 quarts of fine berries from the 1000 Worlds Champion plants sent to us last April, and have hardly commenced as they are hanging with blooms, green and ripe berries, never saw any thing like it before, getting 25c per pint basket all we can get.

Mr. Franklin, of Pa., writes:-August 15th. We have been growing Progressive for several years and have made big money growing them for our local market. But last spring taking your advice I set out Champion, and am glad that I did for I am getting now three times as many berries from my Champion plants as I am from Progressive and Perfection, and the size makes them sell for 5c per quart more. I expect to plant an acre next spring. Mrs. Emery at Pine Hurst, N. C., writes:- From the 200 Champion plants I am gathering fifteen quarts of berries every week which supplies my table for three days each week, and every one that eats them is delighted.

CHAMPION—Everbearing

It would take several pages to give the good accounts that we have received from this variety this summer. My advice is to plant Champion early as you can work your land this spring, and you will never regret it. And if you are a market gardener, plant an acre for market. It will be your best paying acre on the farm.

Prices are right for true to name quality plants. Take no chances with substitutes or "Cheap John" Plants. You will find the best is cheapest every time.

PROGRESSIVE, (Per)

Everbearing Strawberry.

Progressive—Is the best known everbearing strawberry because it was the first worth while strawberry to be introduced that produced berries in quantities during the summer and fall months.

Progressive will be planted largely for years to come. Many growers think it good enough and will not try any others. It will be years before enough Worlds Champion and Lucky Strike can be grown in sufficient quantities to supply the demand and lots of growers will have to be content with Progressive which in most cases will give good satisfaction. In fact if there had never been any better, we would all have been perfectly satisfied.

We have received letters from our customers where more than $1,000.00 clear profits had been made from a single acre of Progressive berries in the same year plants were set. This should satisfy any one as to profit. But Champion comes along and nets over $2,000.00 and that is better and we all, or most of us want Champion.

A few hundred Progressive plants in the garden have made many happy hearts in the American children and housewives of America. Let us not fail to plant plenty of this God's best fruit for them every year. It costs but little and pays big.

LUCKY BOY, (Per)

Everbearing Strawberries.

Lucky Boy—still holds the record as being the Biggest, Sweetest, and Most Productive of the everbearing strawberries in some Northern Sections of the Country, in other sections it is a failure.

Lucky Boy is adapted to Hill Culture in any Climate as it does not produce much fruit on new runner plants first year. For several years it was a winner on our berry farms and produced more fruit than any other berry either fall crop or spring crop, but for the last two seasons it has failed to produce heavy in the summer and fall first year. But we are still getting the very best reports from many of our customers and every year finds us sold out on Lucky Boy plants.

MINN. 1017, (Per)

Everbearing Strawberries.

On the advice of some of our customers we set a small acreage last spring to Minn. 1917. This is a variety from the Minn. Exp. Station that is said to be a leader in the North and North West. Fruit very large dark red and good quality. Some plants makes an enormous production, while others do not fruit at all in the fall and summer is the habit of growth we understand. This is the way it behaves on our grounds. Will be sold only in small quantities.

Prices of Lucky Boy, Minn. No. 17, Never Fail and Superb: 25 Plants $1.00; 50 Plants $1.50; 100 Plants $2.50. Large quantities at the 100 rate.

EVERBEARING STRAWBERRIES

PERFECTION—Everbearing

PERFECTION, (Per)

Everbearing Strawberries.

This variety fruited on our own farms the first time last year and while it is much better than many of the varieties that we have tested out it is lacking in many points in coming up to Champion or Lucky Strike. It is a wonderfully fine plant, and produces large berries, though not of the best quality, and is not very productive. The Introducers claimed that they paid $1,000 for it because it was better than Progressive. It might be better in Michigan, but it is surely not with us. We have about 200,000 fine plants grown on new ground soil and prices will be made right to those wishing to give it a trial.

SUPERB, (Per)

Everbearing Strawberries.

This is one of the Cooper introductions, and said by many to be his best. It is a great producer in some sections but very poor in others. We can not recommend it for the Southern states, at all. The fruit is very large firm and good quality, is a fine spring berry in all sections.

NEVER FAIL, (Per)

Everbearing Strawberries.

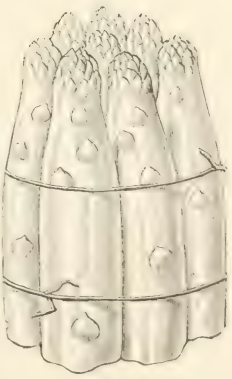
Is practically the same berry as Superb in every way, though it is a distinct variety and of different parentage. Not recommended for the Southern States.

Note. Many varieties catalogued by us we would discontinue, but our customers demand them and we might as well grow them as the other fellow. I try my best to give truthful descriptions of all varieties I quote and sell the varieties on their own merits.

—E.W. T.

ASPARAGUS

One, Two and Three Year Old Roots.



Asparagus is considered the most profitable vegetable crop grown either for home use or market purpose. It is one of the very first to appear in the spring, and never a crop failure, a few cold days may delay the crop a few days but as soon as the sun warms up the crop is on and from early spring until mid-summer there is a supply every day. Plant in light loose soil if possible, well enriched, if soil is heavy it is best to plow under a heavy supply of well rotted manure before planting. Plant in rows four feet wide and crowns two feet apart. Large two and three year old roots will produce a good supply the second year and a bed will last for twenty years if taken care of.

Washington—This is a new strain on the market and is proving better than some of the older strains, though the culture given a bed of Asparagus means more than the variety. Rich soil kept rich and well cultivated means a good crop every year no matter what variety used, and the best varieties will not produce the best Asparagus unless given good attention. Washington Asparagus, when given good culture is extra large and tender and a heavy yielder. Stalks very white when hilled.

Giant Argenteuil, Palmetto, Conovers Collossal and Bars Mammoth — Are all standard varieties, and all good when given proper attention. The above varieties can be had in one, two and three year old No. 1 roots.

TOWNSEND

Words of Appreciation From Our Customers

And I want every one who receives this "BOOK OF BERRIES" to read every letter reproduced here. The print is a little fine, but put on your glasses and read every word; it is from your friends as well as mine. And it is worth more to you than any two pages I could write. My only regret is that I cannot spare the space for more of just the same kind of letters.

Many of those letters are from men who have grown old in the business, who have bought plants from all over the country and surely know what they are saying. I enjoyed reading them, because they are true, and I know that you will. I feel gratified for these compliments, and promise to keep the faith intrusted in me.

* * *

MR. McGUIRE, OF MONTGOMERY, PA., A PLEASED CUSTOMER FOR 20 YEARS

About twenty years ago I began ordering strawberry plants from you people. I have placed an order nearly every year since. I have never got anything but strictly high grade plants that have always produced well for me. I have never bought or seen such strong, hardy plants as you send out. I got a few plants last year from a Northern Nursery that I wanted to try out that you were not listing. When they came they were so small compared with yours that I wrote the firm complaining of the size and appearance. I wrote them that we had been buying our plants from you, and that they were always large and thrifty plants. Their reply was that they did not try to grow large, thrifty plants but small, good plants. Well, you just ought to have seen the fruit from those small, good plants last spring. The fruit was small, all right, and a small lot of it. And, believe me, no more of the small, good plants for me. I have always been a Townsend booster and always will be. Wishing you good luck.

* * *

A GOOD ONE FROM FLORIDA

Old Friend Blanchard says the old-time religion is good enough for me. We received this letter, along with a nice order, from Mr. A. M. Blanchard, of Florida, last spring: "A competitor of yours was around to see me the other day, and wanted me to give him a part of my business. He gave his reasons why he could serve me better than you were doing, and when I told him that he was only wasting his breath, that the OLD-TIME RELIGION WAS GOOD ENOUGH FOR ME, he got hot in the collar and left. No plants could possibly be better than Townsend's, and I am not making any changes at this time. Your old friend Blanchard."

* * *

WE PUT MORE MONEY IN PLANTS AND LESS IN THE BOOK

Mr. Archer, of Dayton, Ohio., writes us July 1, 1923: "Spring, 1922, I wanted a few strawberry plants, and answered several ads and received catalogues from all. I was tempted by the highly colored pictures in one of the books to divide my order, so you got only a part of the order. I paid just about double for the plants ordered from the other firm that showed such wonderful berries in colors. But when fruiting time came this year I found that your plants had their's beat a mile. You seem to put more money in plants than you do in books. Your plants certainly made a fine showing, and I am well pleased with my purchase from you."

* * *

AN ILLINOIS CUSTOMER PLEASED WITH WORLD'S WONDER

What Mr. Alexander says of our WORLD'S WONDER Strawberry: "This is truly a wonderful strawberry. I have never seen any berry to equal it in size, and it produced over 10,000 quarts per acre of the finest quality and largest berries ever seen, netting over $2,000 per acre. Our strongest endorsement cannot express my admiration for the World's Wonder. We consider them a money-maker and a mortgage lifter."

* * *

HERE IS A PLEASED AND A DISPLEASED CUSTOMER
All Plants Were the Same; Shipped in the Same Box

E. W. Townsend & Sons Gaylorville, Pa.

Gents: On April 20th we sent you an order for plants through a neighbor who recommended your plants to me. I put in for 1,000 Big Joe, as he recommended that variety and said he was going to order 1,000 Big Joe. When I got the plants home they looked all right to me, and I dug a hole and put the plants in the hole, covering them with dirt, and kept them wet every day for two weeks until I could get time to plant them. When I uncovered them I found that they were nearly all rotten, and I only set out 250 of them, and they are about all dead. I understand that you refund the money when plants don't grow right. If this is so, please return my money, for I am a poor man. Jacob Sneider.

Would you have returned the money? I did.

The other fellow, with same plants out of the same box: "Plants arrived in good order. I planted them the same day received, and never lost a plant. Prospects are fine for another good crop, as my old bed is coming out fine. Many thanks for your fine plants and prompt service. Jno. W. Hill."

* * *

PLANTS AS LARGE AS HALF A BUSHEL UNDER THE HILL SYSTEM

Lichfield County, Conn., Feb. 10, 1923.

Dear Sirs: Enclosed find order for plants from myself and neighbors. I have been waiting to get up as large an order as possible before sending it in. I wish that you could have seen my bed of plants purchased from you last fall. It was a beauty. I kept off all runners and blossoms, and plants were larger than half a bushel, and not a weed was in the patch. I expect a bumper crop this season. H. J. Gaylord.

* * *

Mr. Ralph B. Hill, from Connecticut, writes on February 10th: "I have been waiting before writing, trying to get some more land to plant strawberries. Your plants do so well and it is such a pleasure to grow them. I have found no land yet suitable, but if I do you will hear from me."

July 9th Mr. Hill writes: "I am sending you some pictures of my beautiful bed of strawberries. Wish you could have seen them. I counted 186 berries from a single Premier plant, and the Townsend Big Late is the finest berry I ever saw. Every berry looks like it came out of a mold. Premier and Big Late are my preference of all your good varieties."

Strong healthy plants like the above is the secret of the wonderful growth of the Townsend Nurseries.

SPECIAL BARGAIN PAGE

Those receiving our book this year, and knowing the quality of our plants will be astonished at our low prices. But not withstanding our already low prices and extra bargains in everything that we are offering you this season, we are offering you on this page BARGAINS THAT YOU CANNOT AFFORD TO MISS. And every garden goes to you prepaid at the special price.

OUR RURAL NEW YORKER GARDEN

Is an exceptional bargain this year. Consists of well known varieties from early to late, including 100 World's Champion Ever Bearing.

100 Premier,
100 Dr. Burrill,
100 Ford
100 Champion, E. B.

ONLY
$5.00
Free Delivery

OUR BIG SIX GARDEN SPECIAL

This selection includes six of our big money making varieties from early to late.

100 Ey. Jersey Gt.
100 Premier (Howard 17)
100 Sen Dunlap
100 Ford
100 Townsend Big Late
100 Crawford 25,
Regular Catalog price $9.90.
Special price only $8.00 delivered.

ONLY
$8.00
Free Delivery

OUR BOYS AND GIRLS GARDEN

This is suitable for the beginners. A selection that it will be almost impossible to make a failure with.

50 Excelsior,
50 Dr. Burrill,
50 Ford
50 Big Late
50 Champion E. B.
Catalog price $3.80.
Special price only $3.25 delivered.

ONLY
$3.25
Free Delivery

OUR LADIES SMALL FRUIT GARDEN

This is one of the biggest bargains we have ever offered.

100 Champion E. B. $2.50
100 Premier Early $1.00
100 Gandy Prize (late) $1.00
25 Aus Lu Dewberries $5.00
25 Ever Bearing Rasp., $2.50
10 Assorted Grapes, $2.50
Catalog price $14.50. Our special prepaid price only $10.00.

ONLY
$10.00
Free Delivery

SPECIAL GRAPE VINE COLLECTION

And a big saving.

2 No. 1 Concord (Blue Black)	$ .50
2 No. 1 Worden Black,	.50
2 No. 1 Niagara White	.50
2 No. 1 Agawam Red	.50
2 No. 1 Caco, new red	1.00
10 Catalog price	$3.00

SPECIAL DELIVERED PRICE ONLY $2.50.

ONLY
$2.50
Free Delivery

SPECIAL BLACKBERRY COLLECTION

Every home should plant this garden. Plants may be set around the garden fence and will last for many years, easy to grow.

10 Aus Lu, (big sweet early),	$2.50
10 Pan American, big sweet late	5.00
10 Crystal White sweet long season	2.50
10 Lucretia, medium late	1.00
40 Plants, catalog price	$11.00

Our Special prepaid price only $7.50

ONLY
$7.50
Free Delivery

ASPARAGUS GARDEN

No home garden is complete without a bed of Asparagus. Easy to grow and only has to be planted once in a lifetime. 100 plants will furnish a large family. Will send 100 large, three year old plants, best variety, prepaid for only $2.50.

Special attractive prices will be quoted market gardeners on request, on anything listed in this Catalogue.

DON'T FAIL TO PLANT AS MANY STRAWBERRIES THIS SPRING AS YOU CAN PROPERLY CULTIVATE. AS PRICES ARE SURE TO IMPROVE. INDICATIONS ARE FOR A SHORT CROP TO BE PLANTED OUT THIS SPRING. "TAKE THIS TIP."

Townsends' Guarantee: That all plants will be true to name. Strong, hardy, productive plants, packed so as to reach you in good growing condition and to please you.

DEWBERRIES

For the last five years we have been devoting more acreage to the growing of Blackberries, and next to Strawberries we find them to be the most paying crop that we grow. We specialize in the running varieties, or DEWBERRIES, and find that these are the best money making varieties for nearly all sections. Blackberries can be made to pay big money on soil that will not produce any other crop. This worn out soil if it is light loose makes an ideal spot for the Dewberries, or they may be grown on new light spruce land just cleared with excellent results. One hundred and fifty to two hundred bushels crates can be grown per acre on most any old worn out soil and when it is considered that $5.00 per bushel is a low average in any section it may readily be seen that Blackberries are a paying crop. Requires no fertilizers to grow good blackberries. About the only fertilizer I know of that would be an advantage to them would be wood ashes.

Most varieties should be planted in rows five feet apart by four feet, and cultivated each way. Plants should be set in the spring or very late in the fall and cultivated same as a crop of corn. After the second crop of berries is off, the vines should be mowed or cut off close to the ground, the old growth raked off and burned, a furrow from each side with a single plow thrown directly over the stocks, just letting the furrows meet—(not lap.) Should lay this way for two weeks then cross harrow plants for the third season. This method is followed every year same as the third working out, and a bed of blackberries grown this way will last for many years. Any further advice on growing will be cheerfully given.

AUS-LU

The Great Early Money Maker.

Aus Lu—is a cross between Austin and Lucretia, and has all the desirable qualities of its parents. It is the earliest blackberry in season. Size larger than any other variety, sweet and has few seeds, firm enough for a commercial variety and a general favorite wherever planted. We picked at the rate of 200 thirty-two quart crates to the acre this season from a one year old patch, sold for more money on the market than any other variety. We are planting more largely of this variety than all others. Can be had from no other Nursery, as we are sole distributors, and the name AUS-LU is coined by us and is copyrighted.

DELICIOUS

Delicious—is a new variety originated in Texas and one that has given general satisfaction in that state for years as a long distance market berry. Size smaller than other varieties but very firm and sweet and produced a wonderful crop, a hardy plant grower, and worthy of a trial.

PAN-AMERICAN

Pan-American—Was introduced by us season 1922, this is a late fruiting variety, and is a very slow growing plant it requires about three years for it to get to its best. When time enough is given for wood growth it is the most productive plant of the Blackberry family. Should be set in rows, seven to eight feet apart, plants six feet apart and trailed to stakes on wire. Pan-American has yielded at the rate of more than a bushel of berries per plant in a single season. Fruit medium to large and extra fine quality. A few plants should be planted in every garden, and if the garden is railed in a good place is by the side of the fence so it can be trailed to the fence. Makes a wonderful show as the vines are a real ornament besides at fruiting season it is covered with the large jet black berries that seem to have a habit of growing on the outside of the foliage making them easy to pick. We highly recommend it for trial. Plants very scarce this season. Price 50c each as long as they last in any quantity.

AUSTIN, (or Austin Mays)

Austin—is one of the standard varieties for the northern half of the country, season early, moderately firm, large size and fine in quality, a strong productive grower.

DEWBERRIES

LUCRETIA

Lucretia—has been a standard dewberry for many years. Is one of the leading market varieties thruout the South, and is planted very largely in the northern states. Ripens later than the Aus-Lu or Austin. Is moderately productive of large size firm high quality fruit, that can be shipped to distant markets, covers a very long season. Until the introduction of the Aus-Lu it was our favorite market variety. We have a very large quantity of Lucretia plants this season; Prices reasonable.

Texas Everbearing

Texas Everbearing—is the only Everbearing blackberry that we know of. After plants are one year old it will produce a large crop in the early season and continue to fruit until frost, fruit medium in size, quality extra good, very fine for home gardens or local market. Price 50c per plant; we only have it in small quantities.

SNOW WHITE

Yes it is a real white blackberry, whiter than any white grape you ever saw. One of the most productive plants in fruit, bar none. Begins to ripen early in season and continues for six to eight weeks. Quality is unsurpassed by any other blackberry. It is a great favorite for home use, and will become a great money maker as soon as sufficient plants can be propagated to market in quantities for commercial planting. Plants grow upright same as Blowers. Fine well rooted plants, price 50c each as long as they last.

A Field of Dewberry Plants in Bloom

TOWNSENDS STRAIN OF CURRANTS

Unsurpassed For Quality and Productiveness.

No garden is complete without a few currant bushes, easy to grow and sure to bear. Our list comprises only the very best selected varieties. Large 4 yr. old bearing size bushes if you desire them, will produce abundance of fruit same year planted.

RED CROSS

We have grown this variety for a number of years on our own fruit farms, and find it the most profitable red currant. In size it ranks with Fays or Cherry, and I am sure it will yield as much again as these two old favorites. Quality is good, size uniform, and easy to pick. Price, 25c each; $2.00 per 10. Bearing age, 50c each; 10, $4.00.

WILDER

Is a late variety of currants, very productive, and good quality and is being widely planted in most gardens. Price 25c each; $2.00 for 10. Bearing age, 50c each; 10, $4.00

VICTORIA

Large bunches, bright red in color, good quality. Season medium to late. Price 25c each; 10, $2.00; bearing age 50c each; 10, $4.00.

LONDON MARKET, (Red)

This is the most popular variety for the Michigan Growers and is grown by the thousands of acres in that State for the Chicago market.

Must be a wonderful currant for the North, not as good as those listed above in our territory. Price 25c each; 10, $2.00; bearing age 50c each; $4.00 per 10; $30.00 per 100.

FAYS PROLIFIC

Is an old standard red currant, and still widely planted, does best on rich heavy soil. Price 25c each; 10 $2.00; bearing age, 50c each; 10 $4.00.

PERFECTION, (Red)

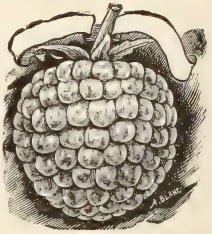
This is a beautiful bright red currant of large size and good quality, been on the market a long time. Price 25c each; 10 $2.00; bearing age 50c each; 10 $4.00.

Ask for special prices on lots of fifty up.

RASPBERRIES

GOLD DOLLAR

Yellow Raspberry.



Gold Dollar was introduced by us season 1922. Without exception we consider this the greatest find of any new variety of small fruits yet introduced. Gold dollar is distinctly in a class by itself. It is a seedling of unknown parentage found growing on an old family cemetery where no doubt the seed were dropped by birds. In growth it resembles the Black cap varieties, makes a stronger growth than any black cap we grow. Fruit is as large or larger than the largest black cap raspberry, color that of a bright GOLD DOLLAR. In quality it does not taste like a raspberry, but has a flavor all its own. The most pleasant flavor I ever tasted in any fruit—has a mild sweet taste mingled with a rich wine flavor. Every one who has seen it is more than pleased and we could sell a hundred times as many plants as we can grow every year. Don't fail to get a few plants, not more than six plants sold to any one person this year. Price $1.00 per plant as long as they last. And orders should be placed as early as you receive this catalog as we will soon be sold out. Any of our customers who have purchased these plants and have a few plants more than they need we shall be pleased to buy them back at a good figure. We make this offer to our customers as we are the sole distributors of Gold Dollar Raspberry, until season 1932.

ST. REGIS, (Red)

Everbearing.

I consider St. Regis the best everbearing raspberry for all sections. Fruit is not quite as large as Erskine Park, or La-France, but it is a more delicious berry, and produces more fruit, and is the best money maker on the list. Season very early and under favorable conditions produces a good fall crop.

ERSKINE PARK

Everbearing.

Fruit very large, moderately productive, color dark red. Makes a light growth of wood each season.

CUTHBERT, (Red)

One of the best old standard sorts, fruit extra large and good quality. A good market variety.

MILLER, (Red)

An extra early productive sort, fruit very mild and dainty, planted in great quantities as a commercial variety.

EARLY KING (Red)

Fruit medium to large, quality good, one of the early varieties that is in great demand in most sections.

PLUM FARMER

Is one of the standard black caps, and may be depended on to produce a fine crop of large size marketable fruit, one of the most hardy growers.

CUMBERLAND

Is an old standard, very prolific and good quality, a good hardy grower.

HONEY SWEET BLACK CAP

Is a recent introduction and is now widely planted both for home use and market. It is one of the sweetest and best flavored, black caps, very productive, and a good hardy plant. Yielded on our farms the past season at the rate of 300 bushels per acre, bring top prices on the market and is a general favorite.

ROYAL PURPLE

Hardy as a "BURR OAK." A strong hardy grower and one of the most productive raspberries, color rich purple, sweet and delicious. I have tested many purple varieties and find this to be decidedly the best of them all in every way, shape and form, and is the only purple raspberry being grown on our farms. You will make no mistake ordering purple Raspberries for your garden.

GRAPE VINES

OUR SELECT LIST OF HARDY PRODUCTIVE GRAPES

The Eastern Shore of Maryland has been for many years taking the lead in producing extra strong healthy grape vines. Our climate is ideal for grape growing, the season is long and the mild winters does not effect the wood causing a big percentage to die after being set out as is the case with more Northern grown stock.

We have selected a list of varieties not surpassed by other growers. These vines are grown on our own nursery farms fully matured before being dug for shipment. Every grape order is filled with fresh dug vines. We never store grape vines as is the case with the Northern nursery. When you buy Our Stock you buy the best that it is possible to grow and our Guarantee that every vine that fails to grow will be replaced free of charge goes with every order we sell.

We are offering for sale for the first season the wonderful variety—CRYSTAL WHITE GRAPE. This variety nas been grown and tested for more than ten years but is just introduced to the public.

We feel that any one wanting a white grape should buy Crystal White only, as it is our choice selection from the list and sure to prove a winner. Price only 50c each.

HUBBARD BLACK GRAPE

Hubbard—the famous black grape is offered by us this season for the first time. This is without exception the finest and richest black grape on the market, bunches very large and compact, a strong hardy grower. Fruit sells for about double the price on the market as other standard sorts. The Hubbard was awarded the Wilder silver medal by the American Pomological Association, in competition with California's best varieties. Don't fail to try Hubbard—a sure grower and sure to please.

The Grape Useful, and Easy to Grow

The Grape is one of the most healthy fruits grown, and one of the most highly esteemed, for its many uses. It can be and should be grown by every one who has a garden, yard, fence or walk. It can be bound to a stake, tied to a trellis, trained over an arbor, or extended until it covers a large tree. And still it yields its graceful bunches of large fruit. The grape as a usual thing is hardy and productive and begins to fruit the second year—not later than the third. Surely no one can afford to allow their family to be deprived of fine delicious grapes when they are so easy and cheaply grown. 25c to 50c buys a sure grow vine that in a few years will produce all a single family can use. Half a dozen vines will produce enough for the family and lots to sell the neighbors or make gallons of juice which is considered the worlds most healthy drink. PLAN TO PLANT A GRAPE VINE THIS SPRING. BETTER PLANT A DOZEN IF YOU HAVE THE ROOM.

CACO

The New Red Grape Without A Fault.

Caco—A variety of exceptional merit and one that should be in every collection. It combines more good qualities than any variety introduced in many years. The Caco is perfectly hardy in all parts of the country, it has been pronounced by the best growers in America to be equal in quality to any variety grown. It is the most beautiful of the hardy grapes. The bunches are large well shouldered, color wine red with abundant bloom. Season very early.

CONCORD

Concord is the standard blue grape of this country. It is hardy every where and seldom fails to produce a wonderful paying crop. We have a very large acreage planted to Concord vines and you will be pleased with our stock and also our prices.

NIAGARA, (White)

Niagara—this is the most popular white grape in existence. Fruit large and very productive. A good grower ripens same season as Concord, quality good, valuable in every way either for home use or market.

WORDEN, (Blue)

Worden—Ripens a few days earlier than Concord. Fruit large, of good quality, thin skin, very productive, hardy grower on any soil, and growing in popularity every year.

CRYSTAL WHITE

Crystal White Grape—The color is a greenish white, has very few seeds. The crystal like appearance makes it transparent so much that you can distinctly see an object thru the grape. In quality it is mild, sweet and very juicy, berry as large as the Concord and two weeks earlier than Niagara. Those wishing the earliest grape of quality will make no mistake in growing Crystal White. Price of one year old XX high grade plants 50c each.

DELAWARE (Red)

Delaware—This has been the standard red grape in many grape growing sections for years, is one of the most dependable sorts.

AGAWAM, (Red)

Agawam—Deep red large bunches, with rich aromatic flavor, ripens later than Concord.

CATAWBA (Red)

Catawba—One of the best known and widely grown of the red varieties. It is a leading grape in juice making territories, strong grower and very productive, a very good keeper.

CULTURAL DIRECTIONS

How to Set and Grow Strawberry Plants

Strawberries will thrive in almost any soil that is not too dry or water-soaked, and no crop will respond more quickly to good cultivation than the Strawberry. Strawberries require a great deal of moisture, especially at fruiting time.

PREPARING THE SOIL.—Strawberries should follow some truck crop if possible. We do not recommend planting strawberries after an old sod has been turned under, too many grubs are likely to destroy the plants. All sod land should be plowed at least a year in advance and sowed to some vine crop and manured the fall or winter before planting to strawberries, and then thoroughly worked up in the spring, where it is possible; land that has been manured a year in advance makes the best strawberries. We do not recommend heavy application of manure immediately before planting, and under no circumstances do we recommend the use of commercial fertilizer directly, under the plants when set. The fertilizer is likely to cause the plants to die as soon as the sun gets hot. If fertilizer is to be used, broadcast on the land, thoroughly work in the land a few weeks before setting plants. The finer the condition of the soil at planting time the better for the crop. If land is hard and cloddy, better roll, also if very loose sandy, it is best to roll, as this rolling holds the moisture that is so much needed at this time.

TIME TO PLANT.—The fall from November 1st to March 30th in the South plants may be set any time. In the Middle States, March and first half of April. In the North, as early in the Spring as the ground can be worked, the sooner the better. Northern customers should always order their plants shipped at least two weeks before they expect to set them out. The plants should be healed in a V-shaped trench after they have been unpacked and untied, bunches opened and roots dipped in water. Cover with a board to shade the plants and they will keep several weeks and be in fine condition to plant when the proper day arrives. We ship most orders to the far North during the last half of April. But some of our wisest customers order plants shipped during August and September. We have as good plants at this time as any one in the business, but we cannot recommend the planting at this time, and do not see where the gain is in August planting in the North. Everbearing plants set in April will fruit just as quick as the August and September plants, and much less trouble and expense.

SETTING PLANTS AND MARKING OUT THE ROWS.

After ground is in perfect condition mark rows out with any kind of light marker, that will not make too much of a sink in the ground.

IF HILL SYSTEM.—Mark rows 30 inches apart one way and fifteen inches the other and set plants in the check with a spade or trowel, being sure to get roots down straight and fan shaped, firming ground around plants hard with the hand or foot. Some customers write us they water the plants when setting them. Don't Do That! Nothing could be more injurious to the strawberry plant. Under this system, all runner plants are kept cut off and only the plant you set is allowed to grow. Plants grown this way grow to be very large and usually meet the 15 inch way, and produce more quarts of berries per acre than the latter named system. It is easy to grow one quart of berries per plant under this system. Fruit will average twice as large and sell for more money in the markets. We recommend the hill system, as so many of our customers have reported such large yields from their fields.

SINGLE HEDGE ROWS.—Mark rows thirty inches one way, and set plants twenty inches apart and allow each plant to make about two to four plants. Some very fine berries can be grown this way.

DOUBLE HEDGE ROWS.—For double hedge rows, mark rows thirty-six inches one way, two rows of plants are set zig zag fashion, and each plant is allowed to make only a few plants. The object of the double hedge row is to get more fruit to the acre than by the single hedge row. The center of the bed is kept open so as to give the plants air and sun. This is one of the intensive systems and requires much more work than the other ways, and should not be practiced on a large scale.

THE NARROW MATTED ROW.—Mark rows forty inches apart one way, set plants eighteen to twenty-four inches apart and allow to grow until row is as wide as desired and the keep down by cutting runners off the balance of the season. Usually ten inches is the desired width. This is probably the most common system of growing berries in the large commercial growing sections, where fancy fruit is not the particular object. Too many plants should never be allowed to mat in the bed as their growth is only at the expense of the former plants and when such crowding is allowed small berries and small yields may be expected. One acre grown in the proper way is worth at least two grown the wrong way. It takes a strong robust plant to make a productive plant. It must have plenty of room and moisture, if the roots are crowded moisture will be lacking. If one is not particular about neither quality or quantity, strawberries will generally grow with as little attention as any other crop. But we always contend that anything that is worth growing is worth growing right, and advise our customers to get all there is in it by using the proper methods. The large crops are produced when grown in hills and cultivated each way, one way with horse, if in commercial lots, and the narrow way with hoe or wheel hoe. If for garden purposes, plants may be set 12 x 24 inches and worked with wheel hoe and give the largest yield.

MATING VARIETIES. This paragraph should be especially noted by all.

Strawberry plants are divided into two sexes, male and female, or perfect and imperfect blossoms as the varieties are listed in our books. The perfect flowering sorts will produce as well without the imperfect flowering sorts, but should you plant all imperfect sorts, you would have indeed a very poor crop, if any crop at all. Most catalogue writers recommend planting perfect varieties of the same season, with the imperfect sorts, same rows of each, or two rows of perfect flowering to three or four imperfect and so on across the field or garden.

For best results we have found that where the most is to be gotten from an imperfect variety, (and indeed they are our very best producers when properly mated), is to set an imperfect variety between two different perfect varieties. On one side should be a perfect variety that opens blooms a few days in advance of the imperfect sort and on the other side a perfect sort that will continue to bloom until after the blooming of the imperfect sort. When a trio of this sort is set, you are sure of getting fertilization for all blooms of the imperfect sorts, hence the larger crop to be expected and more uniform shape berries. Let us illustrate. Commence by setting two rows of Dr. Burrill, four rows of Kellogg Prize, and two rows of Chesapeake, and continue across the patch in this manner. If other cultural methods are followed success is sure with the above varieties. We shall at all times be pleased to make the selections of the perfect sorts when imperfect varieties are wanted, for main crop.

REMOVING BLOSSOMS (Very Important).

All strawberry plants whether standards or everbearing begin to blossom very soon after being set in the Spring, and these blossoms should be removed as soon as they are all open by cutting off the fruit stems with a sharp knife or shears. Nothing weakens a plant more than letting the fruit ripen on it when it is young.

It requires but a few hours to remove the blossoms from an acre and that will mean your success in growing a strong, healthy crop of plants that will prove fruitful the following crop.

Most of the everbearing sorts require the removing of blossoms about twice during the first season before berries should be allowed to ripen. Aside from this fact everbearing strawberries are given the same care and cultivation as other standard varieties.

CULTIVATING AND HOEING.

The Cultivators should start soon after plants are set and given often and shallow cultivation the entire growing season. Always remember the shallow cultivation, nothing is more injurious to a plant than deep cultivation. The light, shallow cultivation keeps a dust mulch around the plants which is so essential in dry weather, and the roots should never be disturbed by the hoe or cultivator.

MORE THAN 600 ACRES IN THE TOWNSEND NURSERIES

From a very small beginning in 1900 The Townsend Nurseries stand to-day at the top of the ladder as compared with any other small fruit plant concern in the world.

We have just added 200 more acres to our nursery farms of the finest new land on the Eastern Sho' with an option on 700 acres more adjoining land.

This information is not given in a boastful way, but to show the constantly increasing demand for Townsend's High Grade Plants and Townsend's Service. There is no other section in the United States so well situated for the growing of high grade nursery stock as the Eastern Sho' of Maryland.

WE HAVE THE SOIL AND THE CLIMATE

These are two most essential points, and without them ideal stock cannot be grown. And when Nursery Stock receives the special care that is given to it under the Townsend way of growing and selecting it has reached the mark of perfection. The thousands of letters received from our customers every year bear us out in every claim that we make for our plants. We have always been modest in our claims, in our advertising and our books, prefering to let our customers do most of the talking. Our one aim is to "grow the best" and to price it just as low as we can, and make a living profit. We have not grown rich in the business. Most of our profits have been returned to the business every year in the way of adding more acreage and improving our facilities in order to handle our ever increasing business. We are now better prepared to serve you than ever before.

OUR SERVICE DEPARTMENT

Every letter pertaining to your order has been read and answered by the writer for the last twenty years, and it is my hope that I may be able to continue this service for you for many more. Before this booklet reaches your hands I will have reached my forty-eighth birthday. I have with me my two only sons, working shoulder to shoulder with me. Each one is an expert in his field. Ernest Jr., has charge of the farms, besides acting as Sec.-Treas. L. Sherman, is packing foreman, and assistant Mgr. Besides my sons, are many men who have grown up in the business with me. Every employee is paid good living wages, and has an interest in the business. Every one of us welcome your orders and always do our best to please you.

PRICE LIST

OF

BLACKBERRIES, DEWBERRIES, RASPBERRIES, CURRANTS, ASPARAGUS, ETC.

DEWBERRIES

	Each	12	25	50	100	250	1000
Aus-Lu	$ .25	$2.50	$4.50	$7.50	$12.00	$25.00	$75.00
Delicious	.25	2.50	4.50	7.50	12.00	25.00	75.00
Pan-American	.25	2.50	4.50	7.50	12.00	25.00	75.00
Austin	.10	.75	1.00	1.50	2.50	4.00	15.00
Lucretia	.10	.75	1.00	1.50	2.50	4.00	15.00
Texas Everbearing	.25	2.50	4.50	7.50			
Snow White B. B.	.25	2.50	4.50	7.50			
Crystal White	.25	2.50	4.50	7.50			

RASPBERRIES

Gold Dollar	$1.00						
St. Regis (red)	$ .10	$ .75	$1.00	$1.75	$ 3.00	$ 7.50	$25.00
Cuthbert (red)	.10	.75	1.00	1.75	3.00	7.50	
Erskine Park (red)	.15	1.00	1.50	2.50	4.50	10.00	
Miller (red)	.15	1.00	1.50	2.50	4.50	10.00	
Early King (red)	.10	.75	1.00	1.75	3.00	7.50	25.00
Plum Farmer (black)	.10	.75	1.00	1.75	3.00	7.50	25.00
Cumberland (black)	.10	.75	1.00	1.75	3.00	7.50	25.00
Honey Sweet (black)	.10	.75	1.00	1.75	3.00	7.50	
Royal Purple	.15	1.00	1.50	2.50	4.50	10.00	

ASPARAGUS

Washington Strain (1 yr. old)	$1.75	$ 3.00	$ 7.50	$25.00	
Giant Argenteuil (1 yr. old)		1.50	2.50	7.50	
Palmetto - Conovers (1 yr. old)		1.50	2.50	7.50	
Barrs Mammoth (1 yr. old)		1.50	2.50	7.50	
Washington (2 yr. old)	2.50	5.00	10.00	35.00	
Standard Varieties (2 yr. old)		2.00	3.00	10.00	
Standard Varieties (3 yr. old)		4.00	7.50	25.00	

GRAPES

	Each	10	25	50	100	250	1000
Caco (1 yr. old)	$ .50	$4.00	$7.50	$12.50	$20.00	$40.00	$125.00
Caco (2 yrs. old)	.75	6.00	12.50	20.00	35.00	75.00	250.00
Concord (1 yr. old)	.10	1.00	1.75	3.50	7.00	15.00	50.00
Concord (2 yrs. old)	.20	1.75	3.50	6.00	11.00	25.00	90.00
Niagara (1 yr. old)	.20	1.75	3.50.	6.00	11.00	25.00	90.00
Niagara (2 yrs. old)	.30	2.50	5.00	9.00	17.00	40.00	125.00
Worden Blue (1 yr. old)	.20	1.75	3.50	6.00	11.00	25.00	90.00
Worden (2 yr. old)	.30	2.50	5.00	9.00	17.00	40.00	
Crystal White Grape (1 yr. old)	.50	4.00	7.50	12.50	20.00	40.00	125.00
Crystal White (2 yr. old)	.65	5.00	10.00	17.00	30.00		
Delaware (red) 1 yr. old	.20	1.75	3.50	6.00	11.00	25.00	90.00
Delaware (red) 2 yr. old	.30	2.50	5.00	9.00	17.00	40.00	125.00
Agawam (red) 1 yr. old	.20	1.75	3.50	6.00	11.00	25.00	90.00
Agawam (red) 2 yr. old	.30	2.50	5.00	9.00	17.00	40.00	125.00
Catawba (red) 1 yr. old	.20	1.75	3.50	6.00	11.00	25.00	90.00
Catawba 2 yr. old	.30	2.50	5.00	9.00	17.00	40.00	125.00
Hubbard (black) 1 yr. old	.50	4.00	7.50	12.50	25.00	40.00	125.00
Hubbard 2 yr. old	.65	5.00	10.00	17.50	30.00		
Hubbard, 3 yr. old	.75	6.50	15.00	30.00	60.00	bearing size	
Clinton, 4 yr. old	.75	6.50	15.00	30.00	60.00	bearing size	
Concord, 4 yr. old	.75	6.50	15.00	30.00	60.00	bearing size	
Moores Early, 4 yr. old	.75	6.50	15.00	30.00	60.00	bearing size	

PARCEL POST RATES on Dewberry, Raspberry, Asparagus, Grapevines, Curants, etc., every ten plants, same as 100 strawberry plants. For instance, 10 Grape Vines in the 3rd zone will be 15c and so on. Over 100 cane plants will go cheaper by Express, and often we are compelled to ship that way owing to the size of package.

Special prices quoted to market gardeners on lots over 1000, and we will quote prepaid prices on lots of 1000 and up. Please do not ask for special prices on lots under 1000 as we have made our price list as low as we possible can grow our high grade stock for at this time. We guarantee safe delivery and high grade true to name plants.

Townsends' Big Special Garden Offer For 1924

Our customers will find every page in this book a Special Bargain, but we have decided to offer the most wonderful bargain for the season on our back cover page. We have selected five of the most wonderful varieties ever offered to the public, at a saving of one-third off the regular price.

50 WORLDS CHAMPION E. B.	$1.50
50 CRAWFORD No. 25	5.00
50 PREMIER (Howard 17)	.75
50 FORD	.75
50 BIG LATE or (Big Wonder)	1.00
Regular Price	$9.00

$6.00 Only Deliverd

Or you may have Two Gardens for only $10.00 Prepaid.